

Message Text

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INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-05 NSAE-00 RSC-01 FAA-00 L-02 SS-15 NSC-05

H-01 CIEP-01 SSO-00 INRE-00 NSCE-00 /052 R

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DRAFTED BY EB/OA JSMEADOW
APPROVED BY EB/TTRJWALDMA N
EB MR ENDERS

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FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS IMMEDIATE

C O N F I D E N T I A L STATE 271368

E.O. 11652:GDS

TAGS: EAIR, NL

SUBJECT: SECRETARY'S MEETING WITH FOREIGN MINISTER

HARTMAN FROM ENDERS

1. IN RECENT CIVAIR NEGOTIATIONS US SOUGHT KLM 1975
CAPACITY REDUCTIONS OF 73.5 PERCENT OVER 1973 LEVELS.
THIS TARGET WAS BASED ON CAB ESTIMATES OF EXCESSIVE
SIXTH FREEDOM TRAFFIC (TRAFFIC BETWEEN US AND OTHER
EUROPEAN COUNTRIES) PLUS CAPACITY OPERATED IN EXCESS OF
DEMAND. IN PRACTICAL TERMS THIS WOULD MEAN A RE-
DUCTION OF KLM CAPACITY FROM 806,671 SEATS IN 1973
OPERATED TO AND FROM NEW YORK, CHICAGO, AND HOUSTON
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TO 228,139 IN 1975. IN NEGOTIATIONS US OFFERED
FURTHER CONCESSIONS TO CONSIDER REASONABLE AMOUNT OF
TRAFFIC WHICH STOPPED OVER IN THE NETHERLANDS EN ROUTE TO

THIRD COUNTRIES WHICH WOULD HAVE PROVIDED HIGHER LEVEL
OF CAPACITY OF 282,021

2. DUTCH OFFERD TO FREEZE ANNUAL CAPACITY IN THESE
THREE ARKETS AT LEVELS OF 739,000 IN 1975 736,000 IN
1976 AND 806,000 IN 1977,

3. WIDE DISCREPANCY IN RESPECTIVE POSITIONS PROVIDED
LITTLE SCOPE FOR CONSTRUCTIVE NEGOTIATIONS AND NO
FURTHER OFFERS WERE MADE BY EITHER SIDE. WHILE CAB,
DOT, CIEP AND US INDUSTRY EMPHATIC THAT US POSITION
ENTIRELY JUSTIFIED, WE BELIEVE WE CAN PERSUADE THEM

TO ACCEPT MORE LIBERAL FIGURE FOR KLM CAPACITY DURING
1975 ON THE ORDER OF 350,000 SEATS REPRESENTING AN
INCREASE OF SOME 22PERCENT OVER LAST US OFFER

4. SECRETARY MAY WISH TO INFORM MINISTER THAT HE WOULD
BE PREPARED TO SUPPORT AN IMPROVEMENT IN THE US LAST
OFFER ONINDICATION OF DUTCH FLEXIBILITY, WITH DETAILS
ON SPECIFIC FREQUENCY AND EQUIPMENT LEVELS TO BE WORKED
OUT IN FORTHCOMING NEGOTIATIONS.

5. IN CONSIDERING THIS PROBLEM YOU SHOULD BE AWARE OF
TEMPO IN CONTEXT OF LWF PROGRAM. FAVORABLE DECISION
ON LWF PROGRAM WILL PROVIDE MORE SUITABLE CLIMATE FOR
OFFER OF PARA 3 CONCESSION. FURTHER NEGOTIATIONS
WOULD ESTABLISH APPROPRIATE FOUNDATIONS AND NECESSARY
TIME DELAY FOR THIS PURPOSE INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, AIR TRAFFIC, DATA, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE271368
Document Source: CORE
Document Unique ID: 00
Drafter: OA JSMEADOW
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740359-0317
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741243/aaaabkoe.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 08 APR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 APR 2002 by elyme>; APPROVED <15-Aug-2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SECRETARY'S MEETING WITH FOREIGN MINISTER HARTMAN FROM ENDERS
TAGS: EAIR, NL, US, KLM, (HARTMAN)
To: BRUSSELS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005